

Message Text

CONFIDENTIAL

PAGE 01 LAGOS 01514 091223Z

ACTION AF-08

INFO OCT-01 EB-08 ISO-00 /017 W

-----091225Z 108800 /14

R 091046Z FEB 77

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 9187

INFO USDOC WASHDC

AMEMBASSY LIBREVILLE

CONFIDENTIAL LAGOS 1514

LIBREVILLE PLSE PASS SOROS REP JAVOR

E.O. 11652: GDS

TAGS: BBAK, PGOV, NI

SUBJECT: MAJOR PROJECT: CLARIFICATION OF SEAPORTS PLANNING
SITUATION

REF: (A) LAGOS 14383; (B) STATE 3119; (C) STATE 12499

1. BEGIN UNCLASSIFIED: FIRMS INTERESTED IN SEAPORT PLANNING
PROJECTS SHOULD FIRST SUBMIT BACKGROUND INFORMATION ON
QUALIFICATIONS AND EXPERIENCE. THIS INFORMATION CAN BE
PRESENTED TO DR. RAPU OR MR. UGWU OF THE TRANSPORT PLANNING
UNIT, MINISTRY OF TRANSPORT, NIGERIAN PORTS AUTHORITY BUILDING,
MARINA, LAGOS. RAPU AND UGWU WILL NEXT ARRANGE PERSONAL
MEETINGS WITH APPROPRIATE POLICY OFFICIALS MINTRANS. THIS
PROCEDURE IS MOST EFFICIENT FOR ALL FIRMS INCLUDING MR. JAVOR
OF SOROS (REFTEL C). END UNCLASSIFIED

2. BEGIN LIMITED OFFICIAL USE: JAPANESE AND FRENCH
PROPOSALS MENTIONED IN REFTEL A WERE NOT PREQUALIFICATION OR
BID PROPOSALS AND APPARENTLY THEY WERE NOT SOLICITED BY THE
FMG. PROPOSALS WERE SUBMITTED AS PART OF \$515 MILLION PORTS
PROGRAM WHICH IS ALREADY UNDER WAY. THIRD EXTENSION OF
APAP AND NEW OCEAN TERMINAL AT TIN CAN ISLAND ARE UNDER
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CONSTRUCTION. DOCKYARD FACILITIES CONTRACT BEING SOUGHT BY
SEVERAL FIRMS INCLUDING DRAVO AND RAYMOND INTERNATIONAL OF
U.S. JAPANESE AND FRENCH PROPOSALS CONCERNED ONE OF FOUR
REMAINING PORT PROJECTS AND WARRI, CALABAR, PORT HARCOURT OR
KOKO PER THIRD FIVE YEAR PLAN. END LIMITED OFFICIAL USE.

3. BEGIN CONFIDENTIAL: ANALYSIS: OFFICIAL SOURCE WITHIN

MINISTRY ALLEGES THAT FRENCH AND JAPANESE HAVE
MADE EXTENSIVE ILLEGAL PAYMENT TO MINISTRY'S TOP EXECUTIVES
IN ORDER TO PROCURE REMAINING PORT PROJECT CONTRACTS. THIS
EFFECTIVELY PRECLUDED ANY BID PROCESS AND BLOCKED U.S. FIRMS
FROM COMPETITION. IF ALLEGATION CORRECT, UGWU'S REQUEST FOR
AMERICAN PROPOSALS MAY HAVE UPSET CAREFULLY ARRANGED DEAL.
WE HAVE ALSO LEARNED THAT UGWU WAS REPRIMANDED BY SUPERIOR
FOR TAKING THIS INITIATIVE. IN ANY CASE, IT IS STILL POSSIBLE
FOR U.S. BIDDER TO WIN ONE OR MORE OF PORT PROJECTS IF
SUFFICIENTLY COMPETITIVE.

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Message Attributes

Automatic Decaptoning: X
Capture Date: 01-Jan-1994 12:00:00 am
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Copy: SINGLE
Sent Date: 09-Feb-1977 12:00:00 am
Decapton Date: 01-Jan-1960 12:00:00 am
Decapton Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
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TAGS: BBAK, PGOV, EWWT, NI, US
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Type: TE
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